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Survey of Thirteen Business Improvement Areas in Ontario, 1979

Preliminary Findings

Ontario Renews: background paper

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Survey of Thirteen Business Improvement Areas in Ontario, 1979


Preliminary Findings

Prepared for: Community Renewal Branch,
710 Ontario Ministry of Housing

Prepared by: 710 Environics Research Group Limited

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1.0 INTRODUCTION

1.1 Foreword

This study is an analysis of a survey of 13 Business Improvement Areas (BIA's) across the Province of Ontario. The interviews were carried out by telephone during the months of July and August, 1979 by Environics Research Group on behalf of the Community Renewal Branch, Ontario Ministry of Housing. Table 1 below sets out the details relating to the number of completed interviews, size of municipality and the dates of formation of the BIA. The Map on the following page shows the location of each of the BIA's.

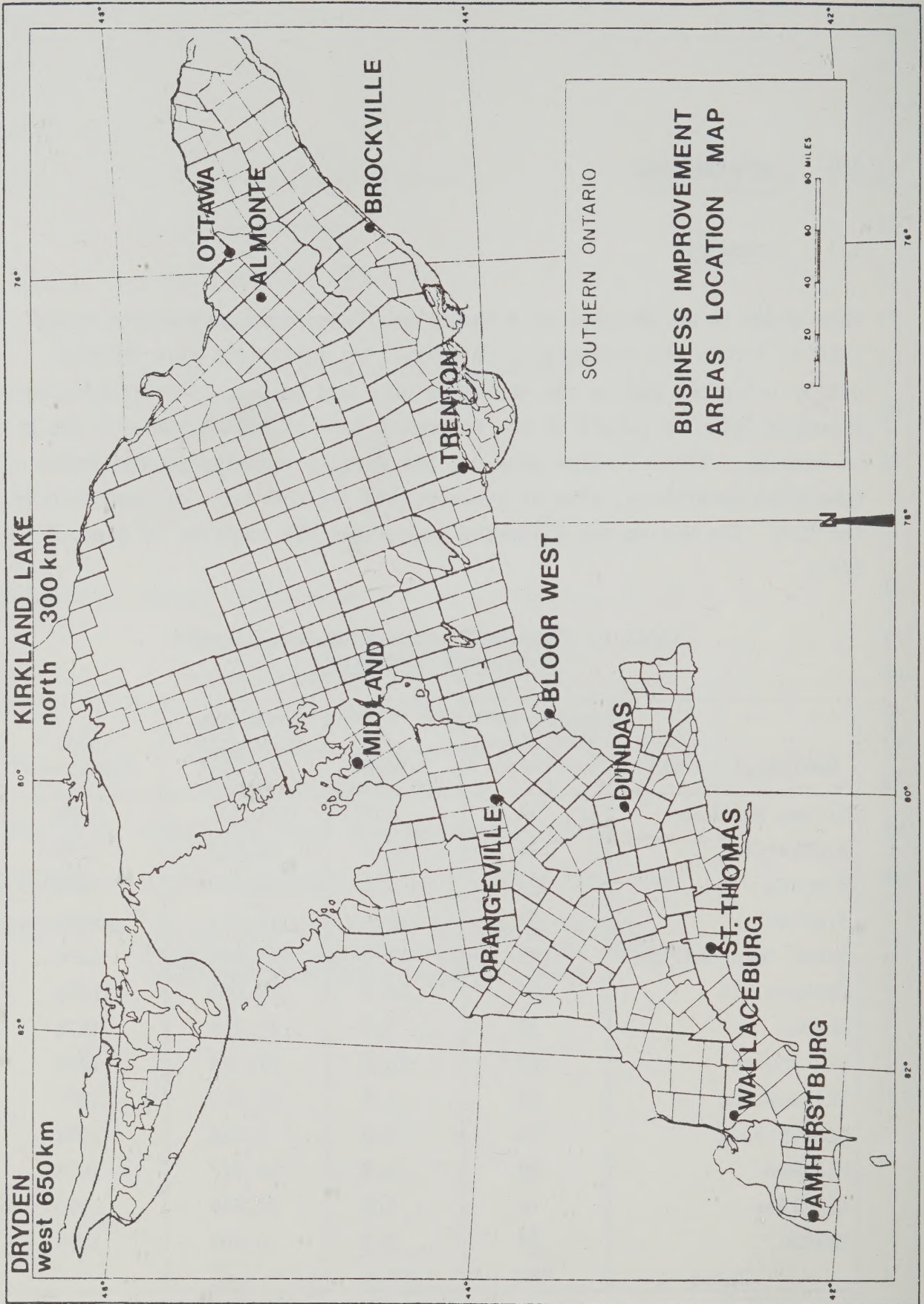
TABLE 1: Business Improvement Areas Survey
Interviews Completed

Municipality/BIA	Number of Interviews Completed	Percent	Community Population (1979)*	BIA Formation**
Ottawa Westboro	54	5.7%	541,932	1979
Brockville	148	15.5	19,967	1976
Almonte	36	3.8	3,821	1979
Trenton	84	8.8	14,484	1977
Bloor West Village	142	14.9	635,685	1970
Orangeville	100	10.5	13,083	1978
Dundas	35	3.7	19,266	1978
St. Thomas	97	10.2	27,578	1974
Wallaceburg	45	4.7	11,424	1977
Amherstburg	56	5.9	5,836	1978
Midland	60	6.3	11,822	1978
Kirkland	71	7.5	12,460	1978
Dryden	24	2.5	6,505	1979
Total	952	100.0		

* Ontario Municipal Directory, 1980

** Community Renewal Branch, Ontario Ministry of Housing

Source: ERG BIA Survey, 1979



1.2 Scope of Study

The purpose of the study is to monitor the economic performance of Ontario BIA's and specifically to help the Ministry to ultimately answer three questions:

1. Do BIA's create a stable business environment?
2. Do various types of businesses within BIA's obtain economic benefits?
3. What factors account for the level of economic performance of various BIA's?

It should be pointed out that this study is not an evaluation of the BIA program itself. That is, no systematic effort has been made to assess the impact of the program on the economic performance of the business area. This sort of analysis would require a more specific investigation of the improvements made by the various BIA's after their formation and an analysis of sales in years subsequent to these improvements. Since 10 of the 13 BIA's in this survey had been formed less than two years prior to our August, 1979 survey, a future study, conducted in perhaps three to four years, would be required to provide the basis for evaluating the performance of the BIA program itself.

1.3 Methodology

1.3.1 Overall Study Design

During July and August, 1979, Environics Research Group completed a survey of 952 members of thirteen Business Improvement Areas (BIA's) across the Province of Ontario.

The telephone survey technique was used to gather the data. The calls were preceded by an introductory letter from the Minister of Housing explaining the purpose of the study, as well as a list of items for which information would be required. (Survey instruments are in Appendix A).

The following is a description of the design of the survey and analysis of its results.

1.3.2 BIA's and Businesses Selected

The Ministry of Housing selected the thirteen BIA's to be surveyed: Almonte, Bloor West Village (Toronto), Dryden, Dundas, Kirkland Lake, Midland, Ottawa Westboro, Wallaceburg, Brockville, Orangeville, Amherstburg, Trenton and St. Thomas. The potential sample was 1,401 BIA members. Membership lists were supplied to the Ministry by each local BIA chairman.

It was determined that the businesses surveyed would include those establishments that provided direct sales and services on the premises. Consequently, lawyers, accountants, engineers, realtors and insurance brokers and adjusters were eliminated from the sample by the Ministry and by ERG during the processing of the lists (including looking up telephone numbers) as well as during the interviewing.

1.3.3 Obtaining Telephone Numbers

Telephone numbers were required for all businesses in the thirteen BIA's. Five lists, Bloor West Village, Trenton, Brockville, Orangeville and Kirkland Lake were given to ERG with numbers supplied. The rest of the telephone numbers were found, when possible, in local telephone directories and through telephone information. We attempted to find the

numbers not obtained in this manner from the contact person in each BIA or from a neighbouring business.

1.3.4 Mailing Introductory Letters

As BIA lists became available, introductory letters and a list of items on the questionnaire were sent to members. Mailing took place between July 30 and August 15, 1979.

1.3.5 Interviewing

Ten professional interviewers were briefed. Telephoning began approximately one week after introductory letters were sent and continued for each location for a period of ten days. Interviewing took place between August 7 and 28.

Interviewers were instructed to make seven call-backs in order to obtain the information required. In many instances, more call-backs were made since we were dealing with busy people who were in and out of their stores and would be available if we called back. Interviewers spoke only to people who had received letters; second letters were sent out when necessary to approximately 50 respondents.

When WATS lines were available, interviewers called from Government phones. When WATS lines were not available, interviewers called from home telephones. Most telephoning took place between the hours of 9:00 a.m. and 6:00 p.m.; however, many businesses preferred early morning or evening calls, and they were accommodated.

1.3.6 Completion Results

From the original list of 1,401 businesses, 952 were successfully completed. Of the remaining 455 businesses, 265 were discovered to be ineligible for

the study (moved, ineligible business type, no longer in business, etc.), while only 190 were unable to be interviewed (refusal, unable to contact manager, information not available, etc.). Consequently, the "effective response rate" to this survey is 952 of 1,142 potentially eligible businesses or 83 per cent.

1.4 Definitions

Extensive analysis of the data together with its synthesis into units comparable with other published standardized data has been undertaken and is reported in various forms. For the purpose of this study the following basic definitions have been used and are constant throughout the text.

Gross Leasable Area (GLA): GLA is the area the respondent states is used by him for the purpose of carrying out his business at the premises in the BIA. For this study, it is not of importance whether the premises are leased or owned outright by the business or are held in some form of combined tenure.

Type of business: Table 12 on page 19 of this report shows the various classifications of levels of reporting of Type of Business, together with a detailed breakdown of the classifications incorporated into the expression Department Store Type Merchandise (DSTM).

Department Store Type Merchandise (DSTM): This classification is set out in Appendix B and comprises essentially those items which can properly be expected to be sold in a Department Store. It will be noted that certain items and services which are sometimes found in department stores are not included: beauty and hairdressing, travel agency, etc. These are included in the ancillary category.

1.5 Assumptions Made

For the purpose of this study it was decided to report all sales and costs in terms of 1979 constant dollars. This correction is shown in Table 2, Consumers Price Index 1974 - 1979.

TABLE 2: Consumer Price Index 1974-79
and 1979 Constant Dollar Index

Year	All Items	Clothing	1979 Index	Food	1979 Index
1974	125.1	119.2	136.0	144.1	148.8
1975	138.5	124.1	130.6	163.4	140.0
1976	149.0	130.6	124.1	164.8	138.9
1977	161.0	137.9	117.6	179.5	127.5
1978	173.4	145.9	111.1	206.1	110.1
1979	189.0	162.1	100.0	228.9	100.0

All Items, Clothing and Food Indexes: 1971 = 100.0

Source: Statistics Canada
Consumer Prices & Price Indexes 1978-79
Table 9, Cat. 62-010

Again, after consideration of the extended range of the component parts of the all-item index, it was decided to use the clothing price index as the basis of the multiplier to bring 1974-1978 dollars and amounts into 1979 dollars, with the exception of food. A separate index has been used for food as this item has grown at a faster rate than the clothing or the all-item index.

In order to preserve comparability the amounts shown are based on a gross leasable area figure reduced to a dollar per square foot basis. In all instances, the amounts used were those given by the respondent in our 1979 survey of businesses in the BIA's.

1.6 Acknowledgements and Caveats

Data relating to shopping centre sales, rents and costs were obtained from 'Dollars and Cents of Shopping Centres 1978', Urban Land Institute. Dollars and Cents of Shopping Centres is a cooperative venture published in conjunction with members of the International Council of Shopping Centres and is authoritative, reputable and accurate in these matters.

The data used is that given by the respondent and is assumed to be accurate; however, it is our experience that sales tend to be under-reported and costs over-reported. Nevertheless, as will be seen in this study, the anomalies uncovered are marginal and by-and-large the findings are consistent with other published data.

1.7 Statistical Analysis

The 952 completed interviews were recorded and edited, and in due course became the data base analysed for this report.

Preliminary analysis using standard programs showed that certain questions required careful classification in order:

- to provide equi-scaled classes, and
- to provide responses in groups that match standard information from other sources.

These frequency count classifications detailed:

- allocation of SIC uses into three levels of complexity
- allocation of rents, costs and taxes into varying groups of ranges
- allocation of time (years in business, lease expiration) into time bands that were rational and meaningful

A further complication arose when each of the BIA's were considered separately; that of confidentiality. That is to say, in a BIA of 25 responses, the divulging of sales at the tertiary level or even at the secondary level would enable competitors to ascertain sales levels where there were only one or two businesses in a given group. In order to obviate this problem it was decided to clump BIA's into four groupings based on community size.

While this created certain problems owing to the wide range of municipal populations (from 3,821 to 635,685), it is believed that the clusters proposed are rational in a demographic sense. While the projects in Ottawa and Toronto were in major metropolitan areas, it is certain (based on other consumer surveys carried out by the writers of this report) that each of these BIA's actually served a primary trade area of 30 to 40 thousand population. A primary trade area is by definition that area or catchment area from which 66 to 80 per cent of the trade by way of sales is derived. Thus, a BIA such as Bloor West Village in Toronto might expect to get 75% of its trade from its primary trade area.

With this in mind, it was decided that sales and rent level tables would provide data for each of four groups relating to the size of the population of the municipality, with Ottawa Westboro and Bloor West Village

classed as over 25,000 population:

- Under 7,500 persons
- 7,501 - 15,000 persons
- 15,001 - 25,000 persons
- Over 25,000 persons

Having completed this collapsing of classes of variables, a series of analyses were carried out using Factor and Discriminant analysis in order to ascertain whether or not there were any underlying or hidden factors influencing sales per square foot. In every case, it was found that only random chance caused variations. Size of community, type of business, size of premises, length of occupancy of premises, number of years in business were all considered in this stage of the analysis and none were found to have a statistically significant influence on sales.

1.8 Missing Data

In all studies missing data creates problems. In cross-tabulations, if there are too many empty or sparse cells (those with fewer than 5 cases), the tests of statistical significance may not be accurate or even appropriate. In order to reduce this problem to manageable levels, it is possible to carry out certain computer generated missing values by regression to fill in data cells or to collapse the classes within variables to bring the cell count to a reasonable level. In the case of cross-tabulations, it was decided to collapse classes to achieve this. As stated before, this had the desirable secondary effect of permitting detailed breakdowns of sales at a tertiary level without disclosing confidential information.

2.0 SUMMARY AND CONCLUSIONS

2.1 Summary of Findings

2.1.1 Number of Employees

An examination of Table 3, Number of Employees, shows that slightly over two-thirds (68.7%) of the businesses in the survey had five or fewer employees; that an additional one-quarter (24.8%) had between 6 and fifteen staff; while only one-twentieth had 16 or more employees.

TABLE 3: Number of Employees

Number of Employees	Absolute Frequency	Percent	Cum. %
1 Person	135	14.4%	14.4%
2 Persons	162	17.3	31.6
3 Persons	156	16.6	48.2
4 Persons	110	11.7	60.0
5 Persons	82	8.7	68.7
6-10 Persons	175	18.6	87.3
11-15 Persons	58	6.2	93.5
16-25 Persons	25	2.7	96.2
26 Plus Persons	36	3.8	100.0
Total	939	100.0	

Source: ERG BIA Survey, 1979.

2.1.2 Age of Business and Years Established in BIA

Reference is made to Table 4, Age of Business and Years Established in BIA below. It should be noted that there is a statistically significant relationship between the two variables. The majority of businesses surveyed have been in business in the BIA for 10 years or more and nearly three quarters for 5 years or more. Conversely, only about one quarter of the businesses surveyed have been in business in the BIA for less than 5 years.

TABLE 4: Age of Business

Years	No. of Years In Business			No. of Years at Site		
	Abs. Freq.	%	Cum. %	Abs. Freq.	%	Cum. %
70-80 years	45	4.7%	4.7%	39	4.1	4.1%
60-70 years	34	3.6	8.3	25	2.6	6.7
50-60 years	44	4.6	12.9	36	3.8	10.5
40-50 years	44	4.6	17.5	37	3.9	14.4
30-40 years	72	7.6	25.1	69	7.2	21.6
20-30 years	110	11.6	36.7	103	10.8	32.5
10-20 years	205	21.5	58.2	193	20.3	52.7
5 -10 years	187	19.6	77.8	197	20.7	73.4
Less than 5 years	<u>211</u>	<u>22.2</u>	100.0	<u>257</u>	<u>26.6</u>	100.0
Total	952	100.0		952	100.0	

Source: ERG BIA Survey, 1979.

2.1.3 Ownership of Business

Almost four-fifths (79%) of those surveyed stated that they were independently owned; some 8.8% were branches or subsidiaries and almost the same percentage (8.6%) were operated under some form of partnership agreement.

TABLE 5: Ownership of Business

Type of Ownership	Absolute Frequency	Percent	Cum. %
Independently Owned	747	79.0%	79.0%
Partnership	81	8.6	87.5
Franchise	35	3.7	91.2
Branch	74	7.8	99.0
Subsidiary	9	1.0	100.0
Total	946	100.0	

Source: ERG BIA Survey, 1979.

2.1.4 Tenure

Just over one-third of the sample (36.3% of the total) stated that they owned their place of business; the remainder (62.5% and 1.2%) were either leasing their premises or holding them under a combined form of tenure.

TABLE 6: Tenure

Tenure	Absolute Frequency	Percent	Cum. %
Own	339	35.6%	26.3%
Lease	583	61.2	62.5
Combined	<u>11</u>	<u>1.2</u>	1.2
Total	933	100.0	

Source: ERG BIA Survey, 1979.

2.1.5 Non-renewal of Lease

Of the 38 businesses in the sample (4% of the total) not renewing their leases or proposing to go out of business, one-sixth (15.8%) were food type stores and one half (52.6%) were in the general merchandise category. A further one-sixth of the total were in the ancillary or service classification.

2.1.6 Annual Rent

Net Rents

As was to be expected, a wide range of rents were reported, with three-quarters of the sample paying less than \$7.50 per square foot net rent per annum. This compares favorably with known rental levels in major shopping centres in Ontario in 1979, bearing in mind that due to unusually long terms, many leases (23.6%) are at rentals of less than \$2.50 per square foot - a rental level that is no longer commonly to be found in shopping centres.

TABLE 7: Annual Net Rent

Rent Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-2.50	116	23.6%	23.6%
\$2.51-5.00	167	33.9	57.5
\$5.01-7.50	99	20.1	77.6
\$7.51-10.00	57	11.6	89.2
\$10.01-12.50	25	5.1	94.3
\$12.51-15.00	11	2.2	96.5
\$15.01 plus	17	3.5	100.0
Total	492	100.0	

Source: ERG BIA Survey, 1979

It should also be noted that in very few instances is a shopping centre lease other than one of guaranteed minimum rent plus a percentage of sales. Coupled with this is the usual covenant in the lease that if the tenant of the mall does not pay percentage rent in excess of the guaranteed minimum by a time certain (usually 3 years from commencing the lease), then the lease is terminable at the will of the landlord. Thus, while a tenant may pay a low minimum, it is rare for the tenant not to be paying a healthy percentage rent.

Again in considering the cost of utilities, it is important to remember when comparing costs to those in a shopping centre that common area maintenance and Heating Ventilation and Air Conditioning (HVAC) costs can represent an amount equal to \$1.00 - 2.00 per square foot of additional costs not encountered by a business in a BIA. Also, the costs of the

individual stores' HVAC may run \$0.50 - \$1.00 per square foot. Further additional charges for Merchants Association Membership can add between \$0.25 - \$0.50 per square foot.

Thus, it can be seen that it is possible for utilities and other costs chargeable to an individual storekeeper in a shopping centre to range between \$2.00 to \$3.00 per square foot.

Utilities

Table 8, Annual Utilities shows that the three quarters of those reporting had an annual cost of \$1.50 or less per square foot for utilities, which compares well with those found in shopping centres (\$2.00 - \$3.00).

TABLE 8: Annual Utilities
(\$/sq. ft.)

Utilities Cost Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-0.50	104	26.7%	26.7%
\$0.51-1.00	117	30.0	56.7
\$1.01-1.50	75	19.2	75.9
\$1.51-2.00	38	9.7	85.6
\$2.01-2.50	12	3.1	88.7
\$2.51-3.00	14	3.6	92.3
\$3.01-3.50	5	1.3	93.6
\$3.51 plus	25	6.4	100.0
Total	390	100.0	

Source: ERG BIA Survey, 1979.

Gross Rents

Examination of Gross Annual Rents shown in Table 9 shows that half of the respondents had gross rents of less than \$5.00 and that only one-third paid over \$7.50 per square foot.

TABLE 9: Gross Annual Rents
(\$/sq. ft.)

Rent Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-2.50	94	18.7%	18.7%
\$2.51-5.00	156	31.0	49.7
\$5.01-7.50	95	18.9	68.6
\$7.51-10.00	72	14.3	82.9
\$10.01-12.50	35	7.0	89.9
\$12.51-15.00	23	4.6	94.4
\$15.01 plus	<u>28</u>	<u>5.6</u>	100.0
Total	503	100.0	

Source: ERG BIA Survey, 1979.

2.1.7 Business Taxes

Inspection of Table 10, Annual Business Taxes shows that only one-tenth of those in the sample paid over \$1.00 per square foot in business taxes and that over two-thirds pay under \$0.50 per square foot.

TABLE 10: Annual Business Taxes

Tax Range (per sq. ft.)	Absolute Frequency	Percent	Cum. %
\$0.01-0.50	449	67.9%	67.9%
\$0.51-1.00	140	21.2	89.1
\$1.01-1.50	26	3.9	93.0
\$1.51-2.00	15	2.3	95.3
\$2.01-2.50	7	1.1	96.4
\$2.51-3.00	6	0.9	97.3
\$3.01-3.50	3	0.5	97.7
\$3.51 plus	<u>15</u>	<u>2.3</u>	100.0
Total	661	100.0	

Source: ERG BIA Survey, 1979.

2.1.8 Rear Access to Premises

Reference is made to Table 11, Rear Access to Premises, which shows that over two-thirds of the premises have rear access.

TABLE 11: Rear Access to Premises

Category Label	Absolute Frequency	Percent
Yes	605	66.1%
No	305	33.3
Not Applicable	<u>5</u>	<u>.5</u>
Total	915	100.0

Source: ERG BIA Survey, 1979.

2.1.9 Classification of Uses in BIA's

The Standard Industrial Classification (SIC) Code was used to categorize the 952 businesses in this survey (See Appendix C). As stated, various levels of classification of uses have been utilized in this study in order to provide for comparability with other data and census material. The three levels of breakdown as shown in Table 12, Classification of Uses in BIA's will enable the data base to be used at various levels of detail. Thus, it is theoretically possible to obtain a cross-tabulation of sales by tertiary level group class in Almonte or Dryden; but, due to the size of the sample, there would be many empty cells in the tabulation and the possibility that confidential sales figures would be disclosed.

TABLE 12: Classification of Uses of BIA's

Primary Level			Secondary Level			Tertiary Level		
	N	%		N	%		N	%
Food	148	16.0	Grocery	73	7.9	Grocery	73	7.9
			Restaurant	75	8.1	Restaurant	75	8.1
Retail	525	56.8	Dept. Store	8	0.9	Dept. Store	8	0.9
			Variety Store	16	1.7	Variety Store	16	1.7
			DSTM Retail	303	32.8	Apparel	142	15.4
			Non-DSTM Retail	198	21.4	Furn-Appl.	88	9.5
						Drugs-HBA	26	2.8
						Hardware	47	5.1
						Other Retail	198	21.4
Automotive	29	3.1	Car Sales	19	2.1	Cars New & Old	17	1.8
			TBA	10	1.1	Cars Used	2	0.2
						TBA	10	1.1
Ancillary	122	13.2	Ancillary	122	13.2	Ancillary Retail	122	13.2
Other NEC	100	10.8	Other NEC	100	10.8	Other NEC	100	10.8
Total	924	100.0	Total	924	100.0	Total	924	100.0

NEC = Not Elsewhere Classified

TBA = Tires, Batteries, and Accessories

HBA = Health and Beauty Aids

Source: ERG BIA Survey, 1979.

2.1.10 Sales

Reference is made to Table 13, Percentage Growth and Decline of Sales 1974 to 1979. It was decided to examine the relative situation relating to absolute growth or decline over the longest period of sales available. Accordingly, taking the years 1974 and 1979, we examined the change (if any) in sales reported on a square foot basis. The result of this is set out below.

The data presented is based on 317 (1974) and 568 (1979) valid responses and can be considered statistically accurate 19 times out of 20, within a margin of ± 6 per cent. Bearing this in mind, and examining the bottom right corner of the table, it is to be noted that sales (using a weighted average \$/sq. ft.) showed a decline of \$1.00 or 0.8 per cent which is statistically insignificant.

Thus, on the basis of these figures it is possible to state that merchants in the areas under study enjoyed stable economic performance over the 1974 - 79 period.

TABLE 13: Percentage Growth and Decline of Sales 1974-1979
(Dollar Sales/Square Foot in 1979 Constant Dollars)

Category	Year	N *	\$1-50	51-100	101-150	151-200	201-250	251+	Average Sales/sq. ft.)
Food (15%)	1974 1979	(49) (91)	30 0** 30	21 0 21	19 -1 18	9 0 9	4 +1 5	17 +1 18	\$149 \$141 -\$8 (-5.2%)
Retail (64%)	1974 1979	(197) (358)	24 0 24	29 +2 31	18 0 18	11 0 11	5 -1 4	13 -1 12	\$138 \$134 -\$4 (-2.8%)
Auto (1%)	1974 1979	(7) (9)	20 +5 25	40 -15 25	0 0 0	20 +5 25	20 +5 25	0 0 0	\$122 \$133 +\$11 (+9.8%)
Ancill (13%)	1974 1979	(41) (64)	60 0 60	27 +1 28	7 +1 8	7 -2 7	0 0 0	0 0 0	\$ 74 \$ 84 +\$10 (+12.3%)
Other (7%)	1974 1979	(23) (46)	44 -4 40	20 0 20	12 -2 10	4 +1 5	0 0 0	20 +5 25	\$144 \$143 -\$1 (-0.8%)
Total (100%)	1974 1979	(317) (568)	32 -1 31	27 +1 28	16 0 16	10 0 10	4 0 4	12 0 12	\$131 \$130 -\$1 (-0.8%***)

* N=Number of valid responses in group.

** This cell indicates that 30% of businesses in the food category had \$1-50 dollar sales per sq. ft. in 1974 and in 1979, and that there was neither an increase or decrease in the percentage of food stores selling between \$1-50 sales per sq. ft. in the period 1974 - 1979.

*** Weighted Average

Source: ERG BIA Survey, 1979.

While sales data for the 13 BIA's surveyed are useful in themselves, the obvious question arises as to the relative sales performance of the 13 BIA's. It was therefore decided to examine the relative sales growth (in constant 1979 dollars) evidenced in the 13 BIA's compared to Ontario as a whole and Canadian shopping centres. Accordingly, sales for all retail trade in Ontario and for shopping centres was examined and converted into percentage differences. Examination of the data set out in Table 14, Comparative Sales Data, 1974-1979 shows that sales within the 13 BIA's studied remained essentially flat, showing neither major growth nor decline, and that overall considerable growth took place in both shopping centres and the Province as a whole.

Examination of the data in detail, group by group, invites the following comments, particularly in respect of the Ontario-wide and shopping centre data.

Food

According to industry spokesman, there has been little or no real growth in grocery sales over the past 6 years and that growth such as it might be relates to sales in non-grocery items such as health and beauty aids and household necessities. With the paucity of supermarkets (those food stores having a floor area in excess of 8,000 square feet) in BIA's, it would appear that even those stores found in the BIA sample were not obtaining the small amount of growth available in the market. It should also be noted that sales in this group for the BIA's includes restaurants and other eating establishments, whereas those in Ontario Retail Sales and Shopping Centres do not.

Retail Trade

Examination of the actual real growth in Department Store sales in the period in question was 18.2% (\$2,608 million in 1979 dollars to \$3,082

million). This growth has taken place outside the BIA's under study and generally outside the downtown business district which the BIA's represent. BIA's comprise mainly independently owned non-multiple branched enterprises and have not participated in this non-department store - chain store growth.

Ancillary Uses

The growth in sales found in this group of uses is probably due to the fact that there has only been limited opportunity for expansion into shopping centres by the typically independent service store. (Usually there is only one barber or beauty shop in a shopping centre creating a monopoly position). Thus, it is likely that the overall growth found in this group has taken place in the non-shopping centre operation.

TABLE 14: Comparative Sales Data (1974-1979)

(percentage growth of sales per sq. ft.
and total sales in 1979 dollars)

Category	\$ Per Sq. Ft.		Total Sales	
	Thirteen BIA's Surveyed (all businesses)	Canadian Shopping Centres	Thirteen BIA's Surveyed (mature businesses only)*	Ontario Retail Sales
Food (15%)**	-5.2	+1.0	-8.1	+5.0
Retail (64%)	-3.0	+9.1	+0.3	+15.1
Ancillary (13%)	+12.4	+15.9	+31.6	+22.6

Sources: ERG BIA Survey, 1979.

Ontario Sales: Statistics Canada

Shopping Centres: Urban Land Institute

* Mature businesses are business reporting 1974 sales in the 1979 ERG survey.

** Per cent of all businesses in BIA's surveyed by ERG in 1979.

2.2 Conclusions

If we return again to the overall objectives of the study which is to monitor the economic performance of the 13 BIA's, we are able to say, on the basis of the data collected and the analysis undertaken that:

1. The 13 BIA's have enjoyed a stable business environment from 1974 to 1979. In constant 1979 dollars there is virtually no change in gross sales per square foot over the six year period.
2. Each of the various types of businesses at the primary level (food, retail, auto, ancillary and other) have shared equally in this stable business performance from 1974 to 1979.
3. Factor and discriminant analysis reveals that stable business performance does not vary significantly by size of community, type of business, size of premises or number of years in business.
4. However, while the BIA's surveyed have reported stable sales from 1974-1979, data for Ontario Retail Sales and Canadian Shopping Centres shows a real growth over this period, particularly in retail sales. These BIA's apparently did not benefit from the real growth of sales from 1974 to 1979.

The other economic features of the 13 BIA's surveyed can be summarized as follows:

- businesses in BIA's tend to be small, with two thirds having five or fewer employees in 1979
- businesses in BIA's tend to be long-established, with the majority having been in operation and at their present location for 10 years or more; only about 1 in 4 businesses have been in operation and at their present location less than 5 years.
- the overwhelming majority (79%) of BIA businesses are independently owned, the remainder being either partnerships, franchises, branch offices or subsidiaries
- about 1/3 own their place of business and about 2/3 lease their place of business
- only 4% of businesses do not expect to renew their leases upon termination
- three quarters of businesses paid less than \$7.50 per square foot net rent and less than \$1.50 per square foot for utilities per annum in 1979
- 9 in 10 businesses paid \$1.00 per square foot or less in municipal tax in 1979 and two thirds pay \$0.50 per square foot or less

- two thirds of businesses surveyed have rear access to their premises
- at the primary level 57% of the businesses in our survey are classified as retail, 16% food, 13% ancillary, 11% other NEC and 3% automotive

APPENDIX A: SURVEY INSTRUMENTS



Office of the
Minister

Ministry
of
Housing

Hearst Block
Queen's Park
Toronto Ontario
M7A 2K5
416/965-6456

July 26, 1979

Dear Sir/Madam:

Re: Evaluation of the Business Improvement Area Program

During the past few weeks, the Community Renewal Branch of the Ontario Ministry of Housing, with the assistance of local municipalities, has been conducting a study of business improvement areas (B.I.A.s). If you have been contacted for information by your B.I.A., we thank you for your cooperation.

However, in order to do a complete Province-wide study, we require information which only you can supply. This information is needed to assist us in reviewing the B.I.A. program so that your tax dollars can be more effectively put to work in enhancing your business environment.

In the next few days, we will be telephoning you. In order to expedite matters, we are attaching a list of the information we require from you. Please have this information readily available when we call.

All information provided by you will be held in the strictest confidence. Only summary statistics will be released and no individual business will ever be identified. Your cooperation is greatly appreciated.

Yours sincerely,

A large, stylized handwritten signature in dark ink, which appears to read "Claude F. Bennett".

Claude F. Bennett
Minister

B.I.A. TELEPHONE SURVEY

The following are the questions which will be asked 2,000 businesses in our telephone survey of your business improvement area starting the week of August 6th:

1. Year your business started _____
2. Since what year has your business been located in the business improvement or downtown area? _____
3. Since what year has your business been located at the present address? _____
4. Specific line of business _____
5. Is your business _____
 - (i) independently owned
 - (ii) franchise operation
 - (iii) branch
 - (iv) subsidiary
6. No. of employees at this address _____
7. Do you own or rent your location? _____
8. Gross floor area (in square feet) _____

IF SPACE IS LEASED (Questions 9-12)

9. Annual rent for B.I.A. location _____
10. How much did you pay in utilities (water, gas, oil, electricity) in last 12 months? _____
11. When does the lease at your present location terminate? (month, year) _____
12. Do you expect to renew the lease when it terminates? _____

EVERYONE (Questions 13-17)

13. How much business tax will your business pay at its present location in 1979? _____
14. What do you estimate your gross sales for 1979? _____

15. What were your gross sales for each of the past 5 years in your B.I.A. location?

1978	_____
1977	_____
1976	_____
1975	_____
1974	_____

16. Do you have access for deliveries at the rear of the building?

17. What is your postal code?

These questions have been developed in order to establish a proper economic context for the businesses which can be found in a business improvement area.

SPECIFIC DETAILS WILL BE DEEMED CONFIDENTIAL. The general summary information will be distributed to business improvement areas to assist them in their planning and development activities.

ONTARIO MINISTRY OF HOUSING

COMMUNITY RENEWAL BRANCH

BIA QUESTIONNAIRE

INTERVIEWER NAME: _____

BUSINESS ID: _____

DATE: _____

TELEPHONE NO. _____

Hello, I'm calling on behalf of the Ontario Ministry of Housing.
May I speak to the owner or manager of NAME OF BUSINESS?

IF NOT AVAILABLE ARRANGE FOR CALL-BACK, OTHERWISE CONTINUE.

A few days ago the Ontario Minister of Housing sent you a
letter requesting your co-operation in a study that we're
doing of Business Improvement Areas. Did you receive this letter?

IF NO —▶ NOTE THAT LETTER WILL BE SENT AGAIN

IF YES —▶ CONTINUE

I wonder if you could take just a few minutes and give me the
information we requested in the letter?

1. First of all, what is the street address of NAME OF BUSINESS?

STREET
NAME —▶

STREET NUMBER —▶ _____

2. In what year was NAME OF BUSINESS started?

YEAR —▶ _____

3. Since what year has NAME OF BUSINESS been located
in the Business Improvement or downtown area?

YEAR —▶ _____

4. Since what year has NAME OF BUSINESS been located
at STREET ADDRESS?

YEAR —▶ _____

5. What is the specific line of business of NAME OF BUSINESS?

PROBE IF NECESSARY: RETAIL OR WHOLESALE

SPECIFIC DESCRIPTION —▶ _____ SIC —▶ _____

6. Is this business an:

READ:

independently owned business,	1
or partnership,	2
a franchise operation,	3
a branch office,	4
or a subsidiary of another company	5

7. How many employees does NAME OF BUSINESS have
at STREET ADDRESS at the present time?

NUMBER —▶ _____

INTERPRETATION OF QUESTIONS IN QUESTIONNAIRE

- Question 2 - In what year was NAME OF BUSINESS started? - This question refers to the year the business started under its present name.
- Question 3 - Since what year has NAME OF BUSINESS been located in the Business Improvement or downtown area? - This date refers to when the business was located in the downtown area, which could have been before or after the BIA program was started.
- Question 6 - Is this business an independently owned business, or partnership, a franchise operation, a branch office, or a subsidiary of another company? - All limited companies were considered independently owned businesses, unless they were branch operations of another company.
- Question 7 - How many employees does NAME OF BUSINESS have at STREET ADDRESS at the present time? - All people, including the owner and part time employees who work out of that particular address at that time were included in the count.
- Question 8 - What is the gross floor area of the space your business occupies at STREET ADDRESS? - The area included outside area if it was part of the business operation; e.g., a car lot or outdoor café.
- Question 9 - Does NAME OF BUSINESS own or lease the space at STREET ADDRESS? - Some owners said they rented and did not have a lease; they were categorized as lessees.
- Question 14 - How much municipal tax will your business pay at its present location in 1979? - This tax referred to business tax only; it did not include BIA tax or realty tax.

Question 16 - What were the gross sales for each of the past five calendar or fiscal years? - Since this question was not qualified by location, it was interpreted as gross sales regardless of location. The major problem with this question was that when the business was bought as an existing concern during this period, sales figures previous to purchase were not available.

Question 17 - Does your business at STREET ADDRESS have access for deliveries at the rear of your building? - This question refers to rear only and does not include side entrances.

PLEASE READ

SURVEY OF BUSINESSES IN BUSINESS IMPROVEMENT
AREAS (BIA) IN ONTARIO

INSTRUCTIONS TO INTERVIEWERS

BACKGROUND: We are gathering information for the Ministry of Housing from businesses in Business Improvement Areas. BIA's are commercial areas designated by their merchants. They pay a sum of money to the municipality beyond their normal business tax. This "tax" is then returned to them to pay for improvements to the area.

All businesses will have received a letter from the Minister of Housing detailing the information required.

The crucial link in any survey is the interviewing. A valid survey requires a high completion rate which is determined by the length and wording of the questionnaire and the interview "style". The combination of this brief questionnaire and your courteous but self-confident style will assure a successful survey.

The following guidelines and suggestions are provided to assist you with your interviewing assignment. Please read the instructions carefully and go over the questionnaire at least once before you begin calling.

MATERIAL: You have been provided with a list of names, addresses and telephone numbers, questionnaires, a copy of the introductory letter, a completed sample questionnaire and a time sheet.

QUOTA: We are asking for a 100% completion rate. All businesses on your list must be contacted. Please call back up to 7 times in order to reach the person who can give you the required information.

SURVEY TIME: This survey is to be carried out between August 13th and 17th, between the hours of 9:00 and 5:00. If you know a business is open in the evening or if you are asked by the establishment to call in the evening, please do so. We would like most interviews to be completed by Friday, August 17th.

WHO TO
INTERVIEW: Interview the owner or manager of the business unless you are specifically asked to speak to someone else. DO NOT INTERVIEW ANYONE WHO HAS NOT READ THE LETTER. If the letter has not been received, please be sure we have the correct address and then please call Andrea Sopher at 964-1397. We are not including banks, lawyers, accountants, real estate brokers and insurance companies in our survey. If one of this type of company is included on your list, politely terminate the interview and mark them NE (not eligible) on your list.

If you are unable to interview someone because of language difficulties, please inform Andrea.

If you are told that the person to interview is located at another address (e.g., the head office), please find out the name, address and telephone number and inform Andrea so that a letter can be sent to them.

CODING:

The first item on your questionnaire is the business ID. This is the five-digit number directly above the name on your list. Please insert this number in the blanks with the telephone number under it. Please put your name and the date of each interview on the questionnaire.

The proper coding of the questionnaires is very important.

Q. 1 - Write in the street number and name as in the example.

Q. 2,3,4 - Write in the complete year.

Q. 5 - Write in type of business, being sure to include whether or not it is retail or wholesale. DO NOT WRITE IN spaces following SIC → .

Q. 6 - Circle only one response. A limited company is an independently owned business.

Q. 7,8,10,11,14,15,16 - Be sure to place the figures in the proper box. See the example. Employees include all people who work out of that location, including the owner.

Q. 14 - This tax refers to business tax only. DO NOT include realty tax.

IMPORTANT:

Please code directly onto your list the results of your interview as follows,

CI = Completed Interview
O = No Answer
R = Refused
NE = Not Eligible
L = Language Barrier

STYLE:

These interviews are executive interviews. They should take about five minutes. You may have to call back at the Proprietor's/Manager's convenience. Be courteous when this happens. You might inform him/her that the interview will take only five minutes, but if they are insistent on a call back, please do as they ask.

INFORMATION

AND PICK-UP: You will be notified later in the week when your material will be picked up, or when you should drop it off to us.

NOTE:

IT IS VERY IMPORTANT THAT YOU USE PENCIL ON THE QUESTIONNAIRES.
PLEASE CIRCLE OR WRITE CLEARLY AND PRECISELY.

Please call Andrea Sopher at 964-1397 if you have any problems or questions.

CALL ANDREA WEDNESDAY AFTERNOON TO REPORT YOUR RESULTS UP TO THAT TIME.

Thank you for your assistance on this survey.

ONTARIO MINISTRY OF HOUSING
COMMUNITY RENEWAL BRANCH
BIA QUESTIONNAIRE

SAMPLE

INTERVIEWER NAME: A. Sopher

BUSINESS ID: 00198

DATE: August 13/79

TELEPHONE NO. 4169256676

Hello, I'm calling on behalf of the Ontario Ministry of Housing.
May I speak to the owner or manager of NAME OF BUSINESS?

IF NOT AVAILABLE ARRANGE FOR CALL-BACK, OTHERWISE CONTINUE.

A few days ago the Ontario Minister of Housing sent you a
letter requesting your co-operation in a study that we're
doing of Business Improvement Areas. Did you receive this letter?

IF NO —► NOTE THAT LETTER WILL BE SENT AGAIN

IF YES —► CONTINUE

I wonder if you could take just a few minutes and give me the
information we requested in the letter?

1. First of all, what is the street address of NAME OF BUSINESS?

STREET NAME —► YONGE ST. STREET NUMBER —► 101

2. In what year was NAME OF BUSINESS started?

YEAR —► 1901

3. Since what year has NAME OF BUSINESS been located
in the Business Improvement or downtown area?

YEAR —► 1959

4. Since what year has NAME OF BUSINESS been located
at STREET ADDRESS?

YEAR —► 1959

5. What is the specific line of business of NAME OF BUSINESS?

PROBE IF NECESSARY: RETAIL OR WHOLESALE

SPECIFIC DESCRIPTION —► LADIES' CLOTHES SIC —► 4
RETAIL

6. Is this business an:

READ:

independently owned business,	1
or partnership,	2
a franchise operation,	3
a branch office,	4
or a subsidiary of another company	5

7. How many employees does NAME OF BUSINESS have
at STREET ADDRESS at the present time?

NUMBER —► 011

APPENDIX B: DEPARTMENT STORE TYPE
MERCHANDISE (DSTM)

DEPARTMENT STORE TYPE MERCHANDISE (DSTM) DEFINITION

The following classes of businesses are included in the definitions of department store type merchandise (DSTM). It is also known in other reports as comparison goods, the inference being that purchases in this group are usually made after shopping around and comparison with like items has been carried out.

Category	Stats. Canada Line Item
Mens clothing	13
Womens clothing	14
Family clothing	15
Specialty stores	16
Family shoes	17
Hardware	18
Furniture	19
Household goods	20
Radio, TV and accessories	21
Drugs and health and beauty aids	22
Bookstores and stationery	23
Florists	24
Jewellers	25
Sporting goods	26
Personal accessories	27

* Table 7 Retail Trades, Dec. 1979 (63-005), Statistics Canada.

APPENDIX C: STANDARD INDUSTRIAL
CLASSIFICATION (SIC) CODE

TERTIARY LEVEL AND STANDARD INDUSTRIAL CLASSIFICATION NUMBER

Tertiary Level	Standard Industrial Classification Number
Food	5411 to 5499 (inclusive)
Restaurant	5812, 5813
Department Stores	5311
Variety Stores	5311
Apparel	5611-5699 (inclusive)
Furniture-appliances	5712-5733 (inclusive)
Drugs, Health and Beauty Aids	5912
Hardware	5211-5261 (inclusive)
Ancillary Retail	5941-5999 (inclusive)
Cars New and Used	5511
Cars Used	5521
Tires, Batteries and Accessories	5531
Other Nec.	5149, 5541 to 5561, 5962, 5969, 7011, 7901 to 7999

INDUSTRY SELECTORS (SIC)

The following statistics include both the primary and secondary SIC number for all lines of business:

If you desire only those establishments whose primary line of business fits the SIC number circled, check here.

☐ ALL LINES
☐ PRIMARY ONLY

☐ BY SIC NUMBER (indicate selection by circling number from following list)

An asterisk (*) indicates a 1967 SIC number not yet totally converted to 1972 SIC.

SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.		
AGRICULTURE, FORESTRIES AND FISHERIES 72.481											
0111 Wheat	596	*0729 Animal Husbandry Services, n.e.c.	859	1429 Crushed & Broken Stone, n.e.c.	308	1771 Concrete Work	10,398	2082 Malt Liquors	147		
0112 Rice	272	*0731 Horticultural Services	1,975	1442 Construction Sand & Gravel	2,846	1781 Water Well Drilling	5,070	2083 Malt	53		
0113 Cash Grains	435	0741 Veterinarian Services, Farm Stock	274	1446 Industrial Sand	159	1791 Structural Steel Erection	3,949	2084 Wine, Brandy & Brandy Spirits	412		
0115 Corn	909	0742 Veterinarian Services, Specialties	1,336	1452 Bentonite	32	1793 Glass, Glazing Work	4,568	2085 Distilled Liquor Except Brandy	202		
0116 Soybeans	937	0751 Livestock Services Except Specialties	632	1453 Fire Clay	57	1794 Excavating and Foundation Work	25,204	2086 Bottled and Canned Soft Drinks	3,202		
*0119 Cash Grains, n.e.c.	1,822	0752 Animal Specialty Services	918	1454 Fuller's Earth	10	1795 Wrecking, Demolition Work	1,715	2087 Flavoring Extracts and Flavoring Syrups, n.e.c.	635		
0122 Fruits, Tree Nuts	1,223	0761 Farm Labor Contractor	75	1455 Kaolin, Ball Clay	45	1796 Installing Building Equipment	1,281	2091 Canned & Cured Seafoods	413		
0131 Cotton	1,369	0762 Farm Management Services	212	1459 Clay & Related Minerals	134	*1799 Special Trade Contractors	24,537	2092 Fresh/Frozen Fish	569		
0132 Tobacco	230	0781 Landscape Counseling	4,622	1472 Barite	39	MANUFACTURING 479.697					
0133 Sugar Crops	254	0782 Lawn & Garden Services	2,471	1473 Fluorspar	30	*2011 Meat Packing Plants	3,021	2095 Roasted Coffee	138		
*0134 Poultry Except Broiler Chicken	1,130	0783 Ornamental Shrub Services	1,168	1474 Potash Soda & Borate Minerals	28	2017 Poultry & Egg Processing	441	2097 Manufactured Ice	1,208		
*0135 Beef Cattle	788	0811 Timber Tracts	289	1475 Phosphate Rock	42	2021 Creamery Butter	524	2098 Macaroni, Spaghetti	265		
0139 Field Crops Except Cash Grain	782	0821 Forest Nurseries & Tree Seed Gathering & Extracting	82	1476 Rock Salt	27	2022 Cheese Natural, Processed	990	2099 Food Preparation, n.e.c.	2,463		
*0141 General Farms	1,274	0843 Extraction Pine Gum	13	1477 Sulfur	28	2023 Condensed, Evaporated Milk	418	2111 Cigarettes	53		
0161 Vegetables and Melons	1,997	0849 Gathering Forest Products	21	1479 Chemical and Fertilizer Mining, n.e.c.	16	2024 Ice Cream, Frozen Dessert	1,305	2121 Cigars	147		
0171 Berry Crops	233	0851 Forestry Services	206	1481 Nonmetallic Minerals (Except Fuels) Services	162	2026 Fluid Milk	1,701	2131 Chewing and Smoking	70		
0172 Grapes	554	0912 Finfish	276	1492 Gypsum	42	2027 Poultry Dressing Plant	1,727	2141 Tobacco Stemming and Redrying	62		
0173 Tree Nuts	320	0913 Shellfish	464	1496 Talc Soapstone, and Pyrophyllite	43	2016 Poultry & Egg Processing	187	2211 Weaving Mills, Cotton	1,096		
0174 Citrus Fruits	350	0919 Miscellaneous Marine Products	25	1499 Nonmetallic Minerals, n.e.c.	333	2021 Creamery Butter	524	2221 Weaving Mills, Synthetics	918		
0175 Deciduous Tree Fruits	1,287	0921 Fish Hatcheries & Preserves	138	CONTRACT CONSTRUCTION 531.200				2231 Weaving and Finishing Mills, Wool	439		
0179 Fruits & Tree Nuts, n.e.c.	182	0971 Hunting, Trapping, & Game Propagation	32	*1511 General Building Contractors	36,537	2032 Canned Specialties	387	2241 Narrow Fabric Mills	710		
0181 Ornamental Nursery Products	6,316	*0989 Fish Hatcheries, Farms, & Preserves	111	1521 One-Family Housing Construction	90,190	2033 Can Fruits, Vegetable	1,350	2251 Womens Hosiery	499		
0182 Covered Grown Food Crops	499	MINING 28.635				2034 Dehydrated Food Products	307	2252 Hosiery, n.e.c.	505		
0189 Horticulture Specialties, n.e.c.	226	1011 Iron Ores	111	1522 Residential Construction	13,742	2035 Pickled Fruits and Vegetables, Vegetable Sauces and Seasonings and Salad Dressings	777	2253 Knit Outerwear Mills	1,815		
*0191 General Farm Crops	4,771	1021 Copper Ores	170	1531 Operative Builders	28,631	*2037 Frozen Fruits & Vegetables	615	*2254 Knit Underwear Mills	174		
*0192 Horticultural Specialties	2,809	1041 Gold Ores	149	1541 Industrial Buildings & Warehouses	12,028	2038 Frozen Specialties	273	2257 Circle Knit Fabric Mills	356		
*0193 Animal Specialties	306	1044 Silver Ores	149	1542 Nonresidential Construction, n.e.c.	18,507	2041 Flour, Grain Mill Products	853	2258 Warp Knit Fabric Mills	268		
0199 Agricultural Production, n.e.c.	81	1051 Bauxite, Aluminum Ores	26	*1611 Highway & Street Construction	16,892	*2042 Prepared Feeds for Animals and Fowls	551	2259 Knitting Mills, n.e.c.	206		
0211 Beef Cattle Feedlots	1,191	1061 Ferroalloy Ores	54	*1621 Heavy Construction, n.e.c.	2,779	2043 Rice Milling	132	2261 Finishing Plant Cotton	437		
0212 Beef Cattle Except Feedlots	4,081	1081 Metal Mining Services	369	1622 Bridge, Tunnel & Elevated Highway	2,080	2044 Cereal Preparations	180	2262 Finishing Plants Synthetics	425		
0213 Hogs	856	1092 Mercury Ores	41	1623 Water Sewer & Utility	7,853	2045 Blended and Prepared Flour	120	2263 Throwing and Winding Mills	194		
0214 Sheep & Goats	205	1094 Uranium-Radium Ores	105	1629 Heavy Construction, n.e.c.	6,562	2046 Wet Corn Milling	354	2282 Wool Yarn Mills	254		
0241 Dairy Farms	3,497	1099 Metal Ores, n.e.c.	73	1711 Plumbing Heating Air Conditioning	76,615	2047 Dog, Cat & Pet Food	2,280	2284 Thread Mills	153		
0251 Broiler, Fryer Fowls	649	1111 Anthracite	182	1721 Painting Paper Hanging & Decorations	24,027	2051 Bread, Cake & Related Products	3,089	2291 Felt Goods, n.e.c.	160		
0252 Chicken Eggs	862	1112 Anthracite Mining Services	45	1731 Electrical Work	44,674	2052 Cookies, Crackers	456	2292 Lace Goods	164		
0253 Turkeys & Turkey Eggs	259	1211 Bituminous Coal Lignite	3,505	1741 Masonry, Other Stonework	13,510	2053 Raw Cane Sugar	108	2293 Paddings and Upholstery Fillings	181		
0254 Poultry Hatcheries	1,117	1213 Bituminous, Lignite, n.e.c.	199	1742 Plastering, Drywall Insulation	8,380	2062 Cane Sugar Refining	59	2294 Processed Textile Waste	190		
0259 Poultry & Eggs, n.e.c.	104	*1311 Crude Oil & Natural Gas	7,298	1743 Terrazzo, Tile, Marble and Mosaic Work	5,186	2063 Beet Sugar	68	2295 Coated Fabrics Not Rubberized	327		
0271 Fur Animals & Rabbit	119	1321 Natural Gas Liquids	172	1751 Carpentering	11,970	2065 Confectionery Products	1,531	2296 Tire Cord, Fabric	36		
0272 Horses & Other Equine	409	1321 Drilling Oil & Gas Wells	3,194	1752 Floor Laying, Floor Work, n.e.c.	13,398	2066 Chocolate & Cocoa Products	159	2297 Carriage, Twine	293		
0279 Animal Specialties, n.e.c.	492	1382 Oil, Gas Exploration Services	1,401	CONTRACT CONSTRUCTION 531.200				*2299 Textile Goods, n.e.c.	390		
0291 General Farm Livestock	494	1389 Oil, Gas Field Services, n.e.c.	5,051	1761 Roofing, Sheet Metal Work	20,916	2067 Chewing Gum	38	2311 Mens & Boys Suits	1,278		
*0714 Corn Shelling & Threshing Services	466	1411 Dimension Stone	334	1761 Roofing, Sheet Metal Work	20,916	2074 Cottonseed Oil Mills	133	2321 Mens & Boys Nightwear	1,328		
0719 Agricultural Services, n.e.c.	49	1422 Crushed & Broken Limestone	1,373	1761 Roofing, Sheet Metal Work	20,916	2075 Soybean Oil Mills	96	2322 Mens & Boys Underwear	172		
*0721 Crop Planting & Protection	1,571	1423 Crushed & Broken Granite	114	CONTRACT CONSTRUCTION 531.200				2323 Mens & Boys Neckwear	469		
*0722 Veterinarians, Animal Hospitals	799	MINING 28.635				CONTRACT CONSTRUCTION 531.200				2327 Mens & Boys Trousers	1,011
0723 Crop Preparation Services for Market (except cotton ginning)	3,606	CONTRACT CONSTRUCTION 531.200				CONTRACT CONSTRUCTION 531.200					
0724 Cotton Ginning	2,894	CONTRACT CONSTRUCTION 531.200				CONTRACT CONSTRUCTION 531.200					

SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.
2328	Mens & Boys Work Clothing	653	2643	Bags Except Textile Bags	743	3011	Tires, Inner Tubes	277	3355	Aluminum Rolling & Drawing	66
2329	Mens & Boys Clothing, n.e.c.	1,539	2645	Die Cut Paper, Board	589	3021	Rubber/Plastic Footwear	127	3356	Rolling, Drawing, n.e.c.	381
2331	Women's & Misses Blouses	1,406	2646	Pressed and Molded Pulp Goods	80	3031	Reclaimed Rubber	63	3357	Nonferrous Wire Drawing, n.e.c.	425
2335	Women's & Misses Dresses	4,829	2647	Sanitary Paper Products	127	3041	Rubber/Plastic Hose	101	3361	Aluminum Castings	1,701
2337	Women's & Misses Suits	3,866	2648	Stationary Paper Products	104	*3069	Fabricated Rubber Products	2,117	3362	Brass, Bronze, Copper Castings	1,167
2339	Women's & Childrens Outerwear	1,116	2649	Converted Paper Products	1,135	*3079	Miscellaneous Plastic Products	11,744	3368	Nonferrous Castings, n.e.c.	941
2341	Women's & Childrens Outerwear	3,966	2651	Folding Paperboard Boxes	426	3111	Leather Tanning, Finishing	666	3369	Metal Heat Treating	744
2342	Corsets & Garments	327	2652	Setup Paperboard Boxes	426	3112	Shoes Except Rubber	363	*3399	Primary Metal Products	435
2343	Corsets & Garments	327	2653	Corrugated and Solid Fiber Boxes	1,626	3141	Footwear Cut Stock	666	3411	Metal Cans	221
2351	Millinery	246	2654	Sanitary Food Containers	1,826	3142	Shoes Except Rubber	269	3412	Metal Drums and Pails	240
2352	Hats & Caps	396	2655	Fiber Cans, Drums, etc.	234	3143	Men's Shoes Except Athletic	300	3421	Cutlery	221
2361	Childrens Dresses	780	2656	Building Paper and Building Board Mills	384	3144	Ladies' Shoes Except Athletic	367	3422	Edge Tools	221
2363	Childrens Coats	238	2657	Periodicals	976	3149	Footwear Except Rubber, n.e.c.	303	3423	Hand Saws, Saw Blades	205
2369	Childrens Outerwear	858	2658	Books Publishing	3,289	3151	Leather Gloves & Mittens	172	3425	Hand Saws, Saw Blades	205
2371	Fur Goods	1,056	2659	Book Printing	446	3161	Luggage	712	3429	Hardware, n.e.c.	2,235
2381	Fabric Dress & Glove	192	2661	Miscellaneous Publishing	2,335	3171	Women's Handbags	706	3431	Metal Sanitary Ware	360
2384	Robes & Dress Gowns	308	2662	Commercial Letterhead Printing	15,934	3172	Personal Leather Goods	1,072	*3433	Heating Equipment	395
2385	Waterproof Garments	396	*2751	Commercial Lithographic Printing	15,934	3199	Leather Goods, n.e.c.	1,072	3441	Fabricated Structural Steel	3,557
2386	Leather Lined Cloths	374	2752	Engraving and Plate Printing	1,135	3211	Flat Glass	185	3442	Metal Door, Sash, Trim	3,020
2387	Apparel Belts	435	2753	Commercial Gravure Printing	251	3212	Glass Containers	189	3443	Fabricated Plate Work	2,312
2389	Apparel & Accessory	426	2754	Manifold Business Forms	636	3229	Pressed and Blown Glass and Glassware, n.e.c.	750	3444	Steel Metal Work	4,432
2391	Curtains, Draperies	2,865	2756	Greeting Card Publishing	349	3231	Glass Products, Made of Purchased Glass	1,456	3446	Architectural Metal Work	2,597
2392	Household Linings n.e.c.	1,992	2757	Blankbooks, Loose Leaf Binders and Devices	645	3241	Cement Hydraulic	313	3448	Prefabricated Metal Buildings	605
2393	Textile Bags	299	2758	Bookbinding, and Related Work	1,286	3251	Brick and Structural Clay Tile	594	*3449	Miscellaneous Metal Work	906
2394	Canvas Products	1,610	2759	Typesetting	2,109	3253	Ceramic Wall, Floor Tile	594	3451	Screw Machine Products	2,195
2395	Plating, Stitching	837	2761	Photoengraving	680	3255	Clay Refractories	186	3452	Bolt, Nut, Rivet, Washer	965
2396	Apparel Findings	648	2762	Electrotyping and Stereotyping	114	3259	Structural Clay Products, n.e.c.	297	*3461	Metal Stampings	406
2397	Schiffli Machine Embroideries	346	2790	Lithographic Platemaking Service	178	3261	Vitreous Plumbing Fixtures	174	3462	Iron and Steel Forgings	1,223
2399	Fabricated Textile Products n.e.c.	1,284	2812	Alkalies, Chlorine	158	3262	Vitreous China Food Utensils	61	3463	Nonferrous Forgings	86
2411	Logging Camps and Logging Contractors	5,438	2813	Industrial Gases	645	3263	Earthenware Food Utensils	25	3465	Automotive Stampings	413
2421	Sawmills and Planing Mills	6,252	2816	Inorganic Pigments	261	3264	Porcelain Electrical Supplies	142	3466	Crowns and Closures	53
2426	General	920	2818	Organic Chemicals, n.e.c.	202	3266	Pottery Products, n.e.c.	949	3469	Metal Stampings, n.e.c.	2,751
2428	Hardwood Dimension Flooring	511	2819	Industrial Inorganic Chemicals	1,957	3269	Concrete Block, Brick	2,285	3471	Plating, Polishing	4,044
2429	Special Product Sawmills, n.e.c.	5,096	2821	Plastics Material	246	3271	Ready-Mixed Concrete	6,075	*3479	Metal Coating & Allied Services	2,367
*2431	Millwork	104	2822	Synthetic Rubber	76	3272	Concrete Products, n.e.c.	4,976	3481	Fabricated Wire Products, n.e.c.	265
2432	Veneer, Plywood Plant	2,525	2823	Cell Man-Made Fibers	150	3273	Ready-Mixed Concrete	6,075	3482	Small Arms Ammunition	145
2433	Prefabricated Wood Products	260	2824	Organic Fibers	270	3274	Lime	165	3483	Ammunition except for Small Arms	110
2434	Wood Kitchen Cabinets	426	2825	Medicinal, Botanicals	512	3275	Gypsum Products	198	3484	Small Arms	189
2436	Hardwood Veneer Plywood	214	2826	Pharmaceutical Preparations	1,539	3276	Cut Stone, Stone Products	1,389	3489	Ordnance and Accessories, n.e.c.	105
2439	Structural Wood	796	2827	Fertilizers	236	3281	On Clay Refractories	172	3493	Steel Springs	340
2441	Nailed and Lock Corner	1,157	2828	Nitrogenous Fertilizers	205	3291	Abrasive Products	460	3494	Valves, Pipe Fittings	1,295
2448	Wood Pallets and Skids	447	2829	Phosphatic Fertilizer	520	3292	Asbestos Products	303	3495	Wire Springs	248
2449	Wood Containers, n.e.c.	886	2830	Mixing Fertilizers	662	3293	Gaskets, Packing, and Sealing Devices	493	3496	Miscellaneous Fabricated Wire Products	1,311
2451	Mobile Homes	886	2831	Biological Products	150	3295	Ground/Treated Minerals	863	3497	Metal Foil, Leaf	60
2452	Prefabricated Wood Buildings	1,064	2832	Organic Products	270	3296	Mineral Wool	218	3498	Fabricated Pipe, Fittings	709
2491	Wood Preserving	557	2833	Medical, Botanicals	512	3297	Nonclay Refractories	172	3499	Fabricated Metal Products	3,462
2492	Particleboard	34	2834	Pharmaceutical Preparations	1,539	3299	Nonmetallic Mineral Products, n.e.c.	901	3511	Steam Engines, Turbines	175
2499	Wood Products, n.e.c.	5,173	2841	Soap, Other Detergent	1,060	3312	Blast Furnaces, Steel Mills	963	3519	Internal Combustion Engines, n.e.c.	299
*2511	Wood Household Furniture	4,675	2842	Polishes & Sanitary Goods	2,411	3313	Electrometallurgical Products	104	*3522	Farm Machinery	292
*2512	Upholstered Household Furniture	2,902	2843	Surface Active Agents	217	3315	Steel Wire & Related Products	400	3523	Farm Machinery and Equipment	2,374
2514	Metal Household Furniture	954	2844	Toilet Preparations	1,482	3316	Cold Rolled Steel Sheet, Strip, and Bars	272	3524	Lawn and Garden Equipment	217
2515	Mattresses, Bedspring	1,465	2845	Paints & Allied Products	2,278	3317	Steel Pipe, Tubes	338	3531	Construction Machinery	1,468
2517	Household TV & Radio Cabinets	96	2846	Gum, Wood Chemicals	272	3321	Gray Iron Foundries	195	3532	Mining Machinery	470
2519	Household Furniture n.e.c.	446	2847	Cyclic Crudes and Cyclic Intermediates	254	3322	Malleable Iron Foundries	1232	3533	Oil Field Machinery	723
2521	Wooden Office Furniture	734	2848	Industrial Organic Chemicals	519	3323	Steel Foundries	195	3534	Elevator, Moving Stairway	287
2522	Metal Office Furniture	473	2849	Fertilizers	236	3324	Steel Investment Foundries	60	3535	Conveyor, Conveying Equipment	931
2531	Public Building Furniture	631	2850	Nitrogenous Fertilizers	205	3325	Steel Foundries, n.e.c.	65	3536	Hoists/Cranes/Monorail	424
2541	Wooden Partitions and Fixtures	2,282	2851	Phosphatic Fertilizer	520	3326	Steel Foundries, n.e.c.	53	3537	Industrial Trucks & Tractor	950
2542	Metal Partitions and Fixtures	1,122	2852	Mixing Fertilizers	662	3327	Primary Copper	63	3541	Machine Tools (Metal Cut)	1,996
2591	Venetian Blinds, Shades	1,146	2853	Agricultural Chemicals	810	3331	Primary Lead	48	3542	Machine Tools, Metal Forming	830
2599	Furniture, Fixtures n.e.c.	885	2854	Adhesives & Sealants	820	3332	Primary Zinc	47	3543	Special Dies, Tools	8,552
2611	Pulp Mills	181	2855	Explosives	174	3333	Primary Aluminum	120	3544	Machine Tool Accessories	2,771
2621	Paper Mills Except Building	643	2856	Printing Ink	575	3334	Primary Iron	197	3545	Power Driven Hand Tool	210
2631	Paperboard Mills	369	2857	Chemical Preparations	50	3335	Primary Nonferrous Metals, n.e.c.	334	3547	Rolling Mill Machinery	94
2641	Paper Coating, Glazing	764	2858	Petroleum Refining	934	3341	Secondary Nonferrous Metals	545	3548	Metaworking Machine, n.e.c.	108
2642	Envelopes	364	2859	Paving Mixtures and Blocks	1,345	3342	Copper Rolling, Drawing	285	3549	Metaworking Machinery	496
			2860	Asphalt Felts/Coating	301	*3352	Aluminum Rolling, Drawing	66	3551	Food Products Machinery	1,381
			2861	Lubricant Greases	611	3353	Aluminum Sheet/Plate/Foil	139	3552	Textile Machinery	304
			2862	Petroleum Coal Products, n.e.c.	83	3354	Aluminum Extruded Products	175			

n.e.c.—Not elsewhere classified

SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.
3673	Electron Tubes & Transmitters	101	4583	Airport Terminal Services	312	5081	Commercial Machines & Equipment	12,955
3674	Semiconductors and Related Devices	1,251	4612	Crude Petroleum Pipe Lines	280	5082	Construction & Mining Machinery	6,134
3675	Electronic Capacitors	59	4613	Refined Petroleum Pipe Lines	187	5083	Farm Machinery & Equipment	21,563
3676	Electronic Resistors	42	4619	Pipe Lines, n.e.c.	32	5084	Industrial Machinery & Equipment	24,890
3677	Electronic Coils, Transformers and Other Inductors	162	*4721	Freight Forwarding	2,098	5085	Industrial Supplies	9,737
3678	Electronic Connectors	31	4722	Arrangement Transportation	6,793	5086	Professional Equipment & Supplies	8,354
3679	Electronic Components	4,388	4742	Railroad Car Rental With Services	115	5087	Service Establishment Equipment	10,611
3681	Storage Batteries	305	4743	Railroad Car Rental Without Services	40	*5088	Transportation Equipment	3,334
3682	Primary Batteries, Dry & Wet	109	4782	Inspection and Weighing Services	89	*5091	Metals & Minerals	1,165
3693	X-Ray Apparatus & Tubes	273	4783	Packing & Crating	551	*5092	Petroleum & Petroleum Products	4,491
3694	Engine Electrical Equipment	553	4784	Fixed Facilities for Vehicles, n.e.c.	37	5093	Scrap & Waste Material	7,821
3699	Electrical Equipment n.e.c.	1,038	4789	Transportation Services, n.e.c.	458	*5095	Beer, Wine & Distilled Beverages	1,302
3711	Motor Vehicle Bodies	699	4811	Telephone Communication	3,567	*5096	Paper & Paper Products	1,529
3713	Truck & Bus Bodies	1,186	4821	Telegraph Communication	223	*5097	Furniture & Home Furnishing	1,653
3714	Motor Vehicle Parts and Accessories	3,108	4832	Radio Broadcasting	5,802	5098	Lumber & Construction Materials	2,991
3715	Truck Trailers	695	4833	Television Broadcasting	1,300	*5099	Non-Durable Goods, n.e.c.	36,792
3721	Aircraft	269	4899	Communication Services, n.e.c.	3,303	5111	Printing & Writing Paper	1,276
3724	Aircraft Engines and Engine Parts	307	4911	Electric Services	2,488	5112	Stationery & Supply	4,322
3728	Aircraft Equipment, n.e.c.	1,322	4922	Natural Gas Transmission	416	5113	Industrial and Personal Service Paper	3,604
3731	Ship Building and Repairing	576	4923	Gas Transmission & Distribution	422	5122	Drugs and Proprieties	5,714
3732	Boat Building and Repairing	2,497	4924	Natural Gas Distribution	883	5133	Piece Goods	5,207
3733	Railroad Equipment	240	4925	Gas Production and/or Distribution	237	5134	Notions and Dry Goods	3,125
*3751	Motorcycles and Bicycles	618	4931	Combined Electric & Other Services	350	5136	Mens Clothing and Furnishings	4,050
3761	Guided Missiles & Space Vehicles	52	4932	Gas & Other Services Combined	82	5137	Womens and Kids Clothing	6,531
3764	Space Propulsion	11	4939	Combination Company Systems, n.e.c.	20	5139	Footwear	1,516
3769	Space Vehicle Equipment	32	4941	Water Supply	1,798	5141	Groceries, General Line	6,959
3791	Trailer Coaches	326	4942	Charter Service, Except Local	344	5142	Frozen Foods	2,522
3792	Travel Trailers and Campers	1,697	4952	Sewage Systems	431	5143	Dairy Products	5,164
3795	Tanks and Tank Components	19	4953	Refuse Systems	3,366	5144	Poultry and Its Products	3,643
3799	Tanks and Tank Components	1,036	4959	Sanitary Services, n.e.c.	409	5145	Confectionery	6,106
3799	Transportation Equipment	1,036	4961	Steam Supply	77	5146	Fish and Seafoods	3,105
3811	Engineering & Scientific Instruments	1,456	4971	Irrigation Systems	247	5147	Meat and Meat Products	7,939
*3821	Mechanical Measuring Devices	217	5012	Automobiles & Other Motor Vehicles	6,036	5148	Fresh Fruits and Vegetables	6,617
3822	Automatic Temperature Controls	693	5013	Automotive Equipment	41,885	5149	Groceries and Its Products	10,248
3823	Process Control Instruments	562	5014	Tires and Tubes	10,233	5153	Cotton	798
3824	Fluid Meters and Counting Devices	164	5021	Furniture	5,241	5154	Livestock	8,508
3825	Instruments for Measuring Electricity	676	5023	Home Furnishings	7,106	5159	Farm Product Raw Materials	2,038
3829	Measuring and Controlling Devices	540	5031	Lumber, Plywood, Millwork	8,715	5161	Chemicals and Allied Products	9,029
3832	Optical Instruments and Lenses	739	5039	Construction Materials	12,233	5171	Gas Bulk Depots and Terminals	8,271
3841	Surgical and Medical Instruments	962	5041	Sporting and Amusement Goods	5,226	5172	Petroleum Products	13,239
3842	Surgical Appliances & Supplies	1,647	5042	Toys & Hobby Goods Supply	1,994	5181	Beer and Ale	4,832
3843	Dental Equipment & Supplies	807	5043	Photograph Equipment & Supply	1,363	5182	Wines and Distilled Beverages	2,106
3851	Ophthalmic Goods	1,367	5051	Metal Service Centers and Offices	6,113	5191	Farm Supplies	24,940
3861	Photographic Equipment & Supplies	1,274	5052	Coal/Minerals & Ores	753	5194	Tobacco and Its Products	2,955
3873	Watches/Watchcases & Clocks	406	5063	Electrical Apparatus & Equipment	14,423	5198	Paints, Varnishes and Supplies	5,299
3911	Jewelry Precious Metal	3,053	5064	Electrical Appliances, Television & Radio	6,656	5199	Non-durable Goods	20,917
3914	Silverware & Plated Ware	430	5065	Electronic Parts & Equipment	8,591			
3915	Jewelry's Material & Lapidary	756	5072	Hardware	8,445			
3931	Musical Instruments & Parts	631	5073	Plumbing & Hydronic Supplies	11,983			
3943	Childrens Vehicles Except Bicycles	1	5075	Warm Air Heating/Airconditioning	3,513			
3944	Games/Toys & Children's Vehicles	1,452	5077	Air Conditioning & Refrigeration	602			
3949	Athletic, & Sporting Goods, n.e.c.	3,199	5078	Refrigeration Equipment & Supplies	1,951			
3951	Pens & Mechanical Pencils	221						
3952	Lead Pencils & Artists' Goods	351						

RETAIL TRADE 1,693,461

5211

Lumber and Building Materials

38,870

5221

Plumbing and Heating Equipment Dealer

1,350

5231

Hardware and Wallpaper Store

18,536

5251

Hardware Stores

40,391

5261

Retail Nurseries and Garden Store

16,188

5271

Mobile Home Dealers

10,957

5281

Automotive Merchandising Machine Operators

8,268

5291

Direct Selling Companies

4,488

5311

Farm and Garden Supply Stores, n.e.c.

3,672

5321

Fuel and Ice Dealers, n.e.c.

3,493

5331

Fuel Oil Dealers

12,816

5341

Bottle Gas Dealers

7,927

5351

Florists

23,535

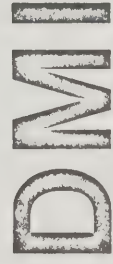
SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.	SIC	DESCRIPTION	NO. OF ESTAB.
5311	Department Stores	8,091	5681	Leather Products Stores	1,586	5941	Piece Goods Stores	12,584
5331	Variety Stores	12,475	5691	Mail Order Houses	4,059	5961	Mail Order Houses	4,059
*5399	Miscellaneous General Merchandise Stores	49,676	5962	Automatic Merchandising Machine Operators	8,268	5969	Farm and Garden Supply Stores, n.e.c.	3,672
5411	Grocery Stores	138,636	5969	Direct Selling Companies	4,488	5982	Fuel and Ice Dealers, n.e.c.	3,493
*5421	Meat and Fish Markets	5,900	5969	Farm and Garden Supply Stores, n.e.c.	3,672	5983	Fuel Oil Dealers	12,816
5422	Freezer Meat Provision	981	5982	Fuel and Ice Dealers, n.e.c.	3,493	5984	Bottle Gas Dealers	7,927
5423	Meat and Seafood (Fish) Markets	9,519	5983	Fuel Oil Dealers	12,816	5992	Florists	23,535
5431	Fruit and Vegetable Markets	3,806	5984	Bottle Gas Dealers	7,927			
5441	Candy, Nut and Confectionery Stores	7,741	5992	Florists	23,535			
5451	Dairy Products Store	5,356						
5462	Retail Bakeries, Baking and Selling	12,114						
5463	Retail Bakeries Selling Only	887						
5499	Miscellaneous Food Stores	5,016						
5511	New and Used Car Dealers	36,316						
5521	Used Car Dealers	21,879						
5531	Tire, Battery and Accessory Dealers	51,248						
5541	Gasoline Service Stations	159,703						
5551	Boat Dealers	10,426						
5561	Utility Trailer Dealers	6,069						
5561	Utility Trailer Dealers	6,069						
5571	Motorcycle Dealers	7,470						
*5592	Household Trailer Dealers	2,539						
5599	Automotive Dealers	9,893						
5611	Mens and Boys Clothing	30,388						
*5621	Womens Ready-made Stores	30,152						
5631	Womens Accessory and Specialty Stores	10,913						
5641	Childrens and Infants Wear Stores	9,238						
5651	Family Clothing Store	11,891						
5661	Shoe Stores	28,669						
5681	Furriers and Fur Shops	1,597						
5699	Miscellaneous Apparel and Accessories	12,767						
5712	Furniture Stores	51,570						
5713	Floor Covering Stores	24,418						
5714	Drapery and Upholstery Stores	9,034						
5719	Miscellaneous Home Furnishing Stores	13,343						
5722	Household Appliance Store	40,385						
5723	Radio and Television Stores	30,349						
5733	Music Stores	15,074						
5812	Eating Places	164,289						
5813	Drinking Places	87,283						
5912	Drug and Proprietary Stores	46,262						
5921	Liquor Stores	41,260						
5931	Used Merchandise Stores	24,189						
5941	Sporting Goods and Bicycle Stores	39,788						
5942	Book Stores	8,046						
5943	Stationery Stores	12,247						
5944	Jewelry Stores	26,385						
5945	Hobby, Toy and Game Shops	9,004						
5946	Photographic Supply Stores	5,947						
5947	Gift and Novelty Shops	49,551						
5948	Leather Products Stores	1,586						
5949	Sewing, Needlework, and Piece Goods Stores	12,584						
5961	Mail Order Houses	4,059						
5962	Automatic Merchandising Machine Operators	8,268						
*5969	Farm and Garden Supply Stores, n.e.c.	3,672						
5982	Fuel and Ice Dealers, n.e.c.	3,493						
5983	Fuel Oil Dealers	12,816						
5984	Bottle Gas Dealers	7,927						
5992	Florists	23,535						

RETAIL TRADE 1,693,461

WHOLESALE TRADE 516,288

SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.	SIC DESCRIPTION	NO. OF ESTAB.
5993 Cigar Stores and Stands.....	3,653	6231 Security & Commodity	41	7011 Hotels/Inns/Tourist Courts	34,702	7341 Window Cleaning	759	7694 Armature Rewinding Shops.....	3,784
5994 News Dealers and Newsstands...	3,320	6281 Security Services	851	*7021 Rooming/Boarding Houses	34,363	7342 Disinfecting and Exterminating	4,086	7695 Lock & Gunsmiths.....	31
5998 Optical Goods.....	119	6311 Life Insurance	1,959	*7031 Trailer Parks	1,091	7349 Miscellaneous Building Services	7,204	7696 Musical Instruments Repair	10
*5999 Miscellaneous Retail Stores	62,752	6321 Accident & Health Insurance	770	*7032 Sports/Amusement Camps	986	7361 News Syndicates	163	7699 Repair Services n.e.c.	51,758
		6324 Hospital Service Plan	173	*7033 Trailer Parks for Transients	1,836	7361 Private Employment Agencies	1,666	7813 Motion Picture Production	
		6331 Fire, Sea and Casualty Insurance	1,696	*7041 Membership Organizations	75	7362 Temporary Aid Supply Services n.e.c.	428	Except Television	1,847
		6351 Surety Companies	377	*7042 Power Laundry, Family &	6,176	7369 Personnel Supply Services	55	7814 Motion Picture Production	
		6361 Title Insurance	259	7211 Commercial	6,176	7372 Computer Programming	1,102	For Television	1,449
		6371 Pension and Health Funds	84	7212 Garment Cleaners & Agents	740	7373 Data Processing Services	1,982	7819 Services Allied to Movies.....	697
		*6399 Insurance Carriers	90	7213 Liner Supply	1,862	7379 Computer Related Services	766	7823 Motion Picture Film Exchanges..	393
6112 Rediscouinting	45	6411 Insurance Agents	9,308	7214 Diaper Service	311	7391 Research & Development		7824 Film or Tape Distribution	
6122 Federal Savings & Loan Associations (Request SIC's 6123-24-25)		6512 Nonresidential Buildings	9,097	7215 Coin Laundry/Cleaners	6,414	*7392 Laboratories	3,677	7829 Motion Picture Distribution	136
6123	658	6514 Dwelling Operators	3,240	7216 Dry Cleaning Plants	27,309	*7393 Detective & Protective Services	18,292	Service	161
6124	428	6515 Mobile Homes Site Operator	2,896	Except Rug	27,309	7393 Equipment Rental/Leasing	19,495	7832 Motion Picture Theatres.....	815
6125	50	6519 Real Property Lessors	1,127	7217 Carpet/Upholstery Cleaners	3,503	7395 Photofinishing Labs	2,759	7833 Drive-In Movies	362
6131 Agricultural Credit	113	6531 Agents, Brokers, Managers	18,029	7218 Industrial Launderers	566	7396 Trading Stamp Services	260	7911 Dance Halls & Studios.....	420
6142 Federal Credit Union	146	6541 Title Abstract Companies	185	7219 Laundry/Garment Services	1,848	*7397 Commercial Testing Laboratories	1,221	7922 Theatrical Producers	649
6143 State Credit Unions	125	6552 Subdividers, Developers, n.e.c.	15,145	*7221 Photographic Studios	9,654	*7399 Business Services	32,211	7929 Entertainers	235
6144 Nondeposit Industrial Loan Companies	303	6553 Cemetery Subdividers and Developers	1,104	7231 Beauty Shops	6,764	*7512 Passenger Car Rental	5,494	7932 Billiard & Pool Establishments..	1,705
6145 Licensed Small Loan Lenders	3,016	6561 Operative Builders	22	7241 Barber Shops	1,227	7513 Truck Rental & Leasing	6,036	7933 Bowling Alleys	7,324
6146 Installment Sales Finance Companies	1,645	6611 Combined Real Estate Holding Companies	785	7251 Shoe Repair Shops	6,065	7519 Utility, Housing Trailer Rental..	1,888	7941 Sports Promotion & Athletic Field	205
6149 Miscellaneous Personal Credit Institutions	253	6711 Holding Companies	12,013	*7271 Garment Pressing, Alteration	1,387	7523 Parking Lots	768	7948 Race Tracks & Stables.....	398
6153 Short Term Business Credit Institutions	1,118	6722 Management Investment Offices, Open-end	367	7299 Miscellaneous Personal Services	3,849	7525 Parking Structures	603	*7949 Amusement & Recreation n.e.c.	1,132
6159 Miscellaneous Business Credit Institutions	829	6723 Management Investment Offices, Closed-end	196	7311 Advertising Agency	9,477	7531 Top & Body Repair Shops	16,736	7992 Public Golf Courses	1,124
*6161 Loan Correspondents	192	6724 Unit Investment Etc. Trusts	60	7312 Outdoor Advertising Services	1,401	7534 Tire Retreading & Repair	4,642	7993 Coin-operated Devices	1,623
6162 Mortgage Bankers & Correspondents	1,488	6732 Educational, Religious, Etc. Trusts	96	7313 Radio TV Advertising Representatives	236	7535 Paint Shops	2,551	7996 Amusement Parks	506
6163 Loan Brokers	416	6733 Trusts, n.e.c.	134	*7321 Credit Reporting & Collection	856	7538 General Automotive Repair Shops	48,027	7997 Membership Sports & Recreation	2,196
6211 Security Brokers and Dealers	4,534	6792 Oil Royalty Company	1,081	7331 Direct Mail Advertising	1,831	7539 Automotive Repair Shops n.e.c.	17,972	7999 Amusement & Recreation.....	4,877
6221 Commodity Contracts Brokers and Dealers	861	6793 Commodity Trading Company	48	7332 Blueprinting, Photocopying	1,776	7542 Automotive Laundries	5,958	*8671 Charitable Organizations	86
		6794 Patent Owners/Lessors	1,526	7333 Commercial Photography/Art	3,335	*7549 Automotive Services n.e.c.	3,476	*8699 Membership Organizations n.e.c.	891
		6799 Investing Institutions, n.e.c.	1,229	7339 Steno, Duplicating, n.e.c.	944	7622 Radio & Television Repair	31,333	8911 Engineering & Architectural Services	19,053
						7623 Refrigeration Service Repair	8,095	8922 Noncommercial Research Organization	362
						7629 Electrical Repair Shops	13,595	*8931 Accounting, Auditing & Bookkeeping	3,648
						7631 Watch, Clock & Jewelry Repair	8,995	*8999 Services n.e.c.	4,580
						7641 Reupholstery & Furniture Repair	10,590		
						7692 Welding Repair	8,676		

n.e.c.—Not elsewhere classified



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